## Laser Phrases



Whom I help		
☐ I work with good people who find themselves in bad situations.		
☐ I work with good people who find themselves on the wrong side of the law		
☐ I help people acquire the American dream.		
☐ I take clients by the hand and lead them.		
☐ I help employers when their employees go bad.		
☐ I help employers when their staff turns on them.		
I work with people or families in transition, whether they are moving in or moving out, adopting children or protecting children.		
☐ I help people who do not want to outlive their money.		
$\square$ I help good people find themselves on the wrong side of the law in the wrong place at the wrong time.		
Who I Am		
☐ I am a dirt lawyer.		
☐ I am a combat attorney. I fight your battles for you.		
☐ I am the samurai attorney.		
☐ I am a recovering litigator.		
☐ I am the hardhat attorney		
What I do		
☐ I practice happy law		
☐ I break people's legs legally		
☐ I help people protect their wealth and pass it on to their children intact.		
☐ I am a recovering litigator.		
☐ I practice preventative law.		
☐ I am known for helping clients get the results they want.		

## Laser Phrases



The Be	nefits of Using Me or My Firm
	What we sell is certainty.
	What we give you is peace of mind.
	I help people acquire the American dream
Creativ	ve Business Reference Titles
	I am in the success business.
	I am in the financial independence business.
	I am in the transformation business.
	I am in the transition business.
What Is	s Unique About Me and/or My Firm
	We have 120 years of combined experience to draw upon.
	We have been in existence longer than any other firm in this area.
	What's unique about me is that I am a divorce attorney who has been through a divorce: I understand how painful it can be.
	We are one of the oldest firms in the area – we grew up with this town.
	What's unique about me is that I am a business owner just like most of my clients.
	What's unique about me is that I am the attorney's attorney. When my colleagues need help, they turn to me.
	What's unique about me is that I started out as a teenager who got into trouble – I have a lot of insight into how kids can get on the wrong track – that's why I turned myself around and became a criminal attorney.
	We have designed our practice from the client's perspective with an emphasis on being accessible and available to our clients.
	We are attorneys and educators: we pride ourselves on providing a lot of education about the legal process so our clients feel informed every step of the way.
	Our law firm takes the team approach crafting individual solutions, keeping clients informed with an emphasis on education and information allowing clients to make their own decisions.
	Even though I have 20 years' experience in court, I find I can save people time, money and emotional grief by achieving results outside of the courtroom.
	I try to minimize the financial and emotional damage of going to court.